

Message Text

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ACTION NEA-10

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FM AMEMBASSY KUWAIT

TO NICHOLAS E HOLLIS

INTERNATIONAL ECONOMIC AFFAIRS DEPT

NATIONAL ASSOCIATION OF MANUFACTURERS

1776 F ST NW WASHDC

INFO SECSTATE WASHDC 1231

USDOC WASHDC

UNCLAS KUWAIT 4456

FROM AMBASSADOR PAGANELLI EMBASSY DOHA

EO 11652: NA

TAGS: BGEN BTRA QA

SUBJ: NAM INDUSTRIAL MISSION TO MIDEAST

1. US EMBASSY KUWAIT HAS INFORMED US OF THE NAM VISIT TO THE MIDEAST NOV 16-27. WE THINK IT WOULD BE BENEFICIAL IF TWO OR THREE MEMBERS OF GROUP COULD ARRANGE BRIEF VISIT TO DOHA AFTER TEHRAN. QATAR IS AN OIL EXPORTING COUNTRY WITH SUBSTANTIAL SURPLUS REVENUES AVAILABLE FOR INVESTMENT AND INDUSTRIAL DEVELOPMENT, AND A NUMBER OF MAJOR PROJECTS ARE IN THE PLANNING STAGES OR UNDER CONSTRUCTION. THESE INCLUDE STEEL MILL, PETROCHEMICAL PLANT, REFINERY, ALUMINUM SMELTER, CEMENT PLANT EXTENSION, POWER PLANT AND AIRPORT. IN SPITE OF THESE OPPORTUNITIES, US FIRMS HAVE HAD LIMITED SUCCESS IN PENETRATING MARKET HERE. WE FEEL MAJOR CAUSE IS UNFAMILIARITY ON PART OF AMERICAN COMPANIES CONCERNING INVESTMENT CLIMATE AND THE GOVERNMENT OF QATAR'S CORRESPONDING LIMITED ACQUAINTANCE WITH CAPABILITIES OF US INDUSTRY.

2. WE BELIEVE MEETINGS ON MINISTERIAL LEVEL INVOLVING GOVERNMENT OFFICIALS AND TWO OR THREE NAM MISSION MEMBERS QUALIFIED TO DISCUSS INDUSTRIAL PLANNING AND INVESTMENT WOULD CREATE ATMOSPHERE OF UNDERSTANDING THAT COULD LEAD TO SIGNIFICANT
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OPPORTUNITIES FOR US BUSINESS. TWO WORKING DAYS WOULD BE

SUFFICIENT FOR TALKS (QATAR OBSERVES THURSDAY-FRIDAY WEEKEND).

3. PLEASE ADVISE SOONEST BY CABLE WHETHER OR NOT STOPOVER
IN DOHA IS POSSIBLE.

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